

L&W
SUPPLY

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SINGLE TENANT NET LEASED INDUSTRIAL
RECENT CONSTRUCTION | EXCELLENT LOCATION

380 DICK ROAD, BUFFALO, NY



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EXCLUSIVELY LISTED BY:

CRAIG ELSTER

Vice President Investments
Director, Net Leased Properties Group
(949) 419-3223
craig.elster@marcusmillichap.com
Lic. CA 01958307

IAN DIAZ

Industrial Specialist
(949) 419-3298
ian.diaz@marcusmillichap.com
Lic. CA 02101924

RON DUONG

Senior Vice President Investments
Senior Director, National Retail Group
(949) 419-3233
ron.duong@marcusmillichap.com
Lic. CA 01438643

BROKER OF RECORD:

Susan Bands
Lic. NY 1031120923

EXECUTIVE SUMMARY

Industrial Property in Excellent Condition



New Construction L&W Supply



NNN Lease with Over 9 Years Remaining



Available Seller Carry Back at Up to 65% LTV and Favorable Interest Rate – Please See Financial Analysis on Page 7 and Contact Agents for More Details

Prime Retail Location

- ▶ L&W Building has a **High Ceiling Clearance with a Minimum of 32 Feet**
- ▶ **New Construction** Concrete Tilt-Up Building
- ▶ Newly Paved Asphalt Parking Lot
- ▶ Large Lot of Over 3 Acres
- ▶ **Walden Galleria Mall is the Largest Mall in Buffalo** and Located within 3 Miles of the Subject Property
- ▶ **Pride of Ownership Property in Buffalo, NY**

Excellent Surrounding Area & Strong Real Estate Fundamentals

- ▶ **Dense, Infill Area with Over 234,000 Residents** within 5 Miles of Subject Properties
- ▶ **Buffalo is the Second Largest City in the State of New York** with a Population Exceeding 254,000 Residents
- ▶ The Subject Property is Located Within 3 Miles of Buffalo Niagara International Airport (BUF), Which Sees Over 5 Million Passengers Annually and Ships Over 311MM Lbs. of Freight Annually
- ▶ Located Within 3 Miles of Interstate 90 which Connects Boston to Seattle
- ▶ Located in a Dense Industrial Area with other National Brands such as Pepsi Co., Ferguson, Sonwil Distribution, and Many More within Close Proximity to the Subject Property



MARKET OVERVIEW

Aerial Photo

University at Buffalo
±32,000 Students

SUNY Erie
Community College
±15,000 Students



Niagara Falls
(±25 Minutes)

Maryvale High School

Buffalo Niagara
International Airport (BUF)
5MM+ Annual Passengers

Diamond Hawk
Golf Course

Walden Galleria Mall | ±170 Stores



SUBJECT PROPERTY



±20 Industrial Businesses

General Mills
Distribution Center

HARLEQUIN
Distribution Center



Cheektowaga Central High School
& Elementary School

Broadway Street

Cheektowaga Town Hall & Justice Center

Amtrak Railroad

Broadway Street
& Dick Road
(±41,000 Cars Per Day)

Buffalo Depew Station
(BUF)

New Enterprise Stone & Lime Co, Inc.

AppleTree
Business Park

MARKET OVERVIEW

Close-Up Aerial Photo - L&W Supply

Niagara River

Downtown Buffalo, NY
Population: ±256,480

Walmart
Save money. Live better.

Walden Galleria Mall | 170+ Stores



Industrial Park - 20+ Businesses



SUBJECT
PROPERTY

L&W
SUPPLY



Pepsi Bottling Center
Buffalo, NY

NOTE: Property boundaries are approximate.

MARKET OVERVIEW

Close-Up Aerial Photo - L&W Supply

Buffalo Niagara
International Airport (BUF)
5MM+ Annual Passengers

Alside

IRON MOUNTAIN

Wegmans

Gabe's

Burger King

Firestone

SUNOCO

Speedway

Walgreens

Arby's

KFC

Bank of America

TireHub

Cantalian Center
For Learning

SUBJECT
PROPERTY

L&W
SUPPLY



Dick Road
(±22,187 Cars Per Day)



pepsi

FINANCIAL ANALYSIS

Offering Summary

Property Name	L&W Supply
Property Address	380 Dick Road Depew, NY 14225
Assessor's Parcel Number	143089 103.10-7-20
Year Built	2018
Gross Leasable Area (GLA)	±35,510 Square Feet
Lot Size	±3.77 Acres (±164,221 Square Feet)

Pricing

Total Price	\$6,816,000
Cap Rate	5.00%

Annualized Operating Data

Gross Potential Rent	\$340,818
Total Expenses	NNN
Net Operating Income	\$340,818

Lease Information

Initial Lease Term	12 Years
Lease Commencement Date	May 10, 2019
Lease Expiration Date	July 10, 2031
Lease Remaining	±9 Years
Lease Type	NNN
Increases	1.5% Annual
Options	Two, Five-Year @ 1.5% Annual
Guarantee	Corporate
Notes	Landlord responsible for roof & structure.



TENANT OVERVIEW

ABC Supply

- ▶ ABC Supply acquired L&W Supply in 2016 for \$670,000,000
- ▶ 811 locations Across the United States
- ▶ ABC Reported Sales of \$12.1B in 2020 | S&P Rating of BB



ABC Supply Co. Inc., who recently acquired L&W Supply back in 2016, is the largest wholesale distributor of roofing in the United States and one of the nation's largest distributors of siding, windows, and other selection exterior and interior building products, tools, and related supplies.

Since its founding in 1982, ABC Supply Co. Inc. has revolutionized the roofing material distribution business. In the process, the company has grown into a \$12 billion enterprise serving the needs of the professional contractor with exterior building material stores across the United States.

Website www.abcsupply.com

L&W Supply

- ▶ L&W Operates 208 Branches Across 39 States
- ▶ L&W Reported Revenue of \$1.5B in 2016
- ▶ L&W has an S&P Rating of BB



DIFFERENCE DELIVERED

Since 1971, L&W Supply has been recognized as a world class building products company. With the USG Corporation partnership, L&W Supply has been a leading innovator in commercial and residential building products.

L&W is a leading distributor of wallboard, suspended ceilings, steel studs, joint treatment, insulation, EIFS, fasteners and related building products. Headquartered in Chicago, IL, L&W operates over 200 locations, across 39 states.

Website www.lwsupply.com

Lease Expires June 9, 2030

Square Feet ±35,510 Square Feet



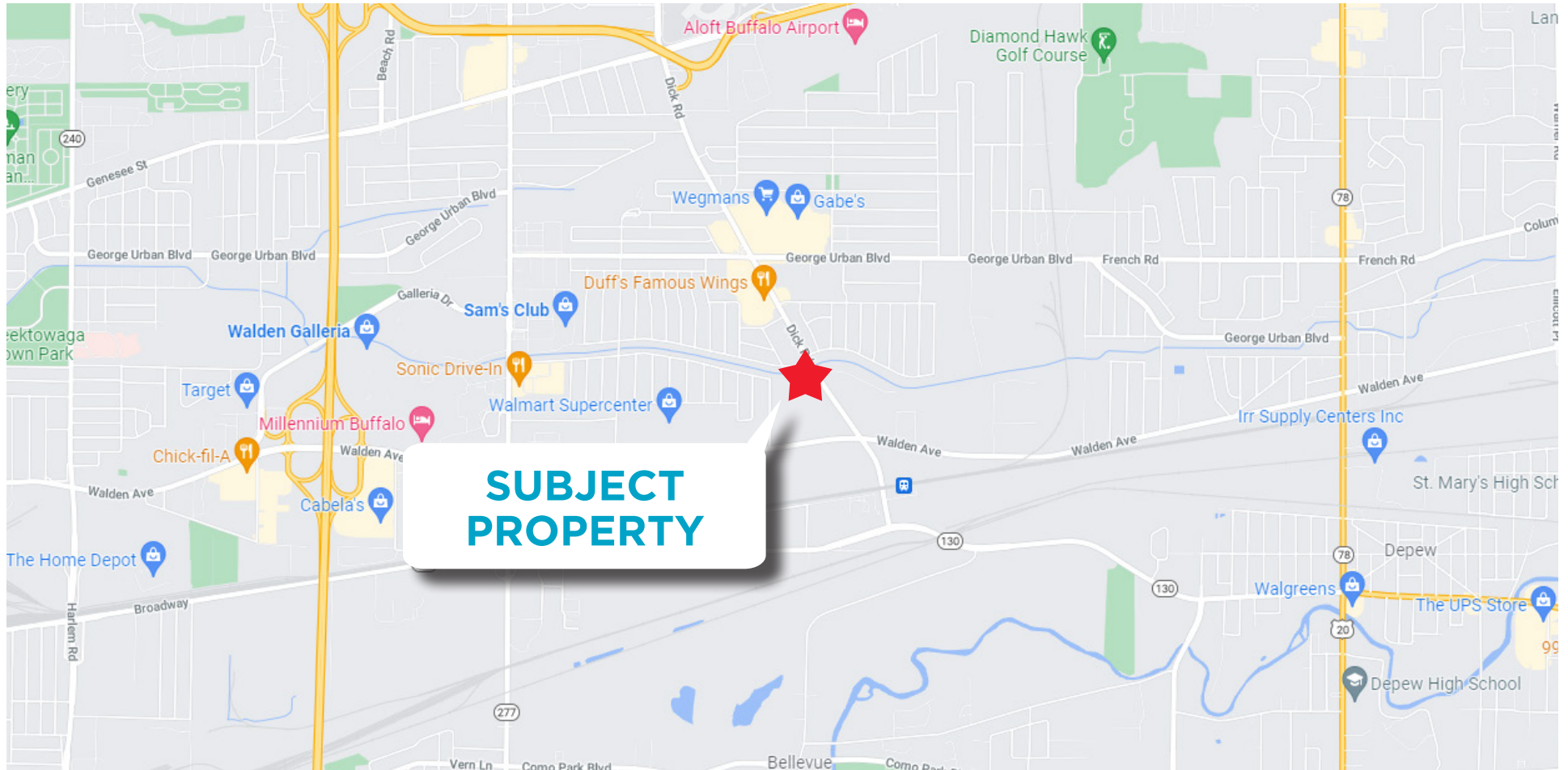
MARKET OVERVIEW

Property Photo



MARKET OVERVIEW

Regional Map



±22,187

CARS PER DAY ON DICK ROAD
AND BROADWAY STREET



±2 MILES

TO BUFFALO NIAGARA
INTERNATIONAL AIRPORT (BUF)



±2 MILES

TO AMTRAK RAILROAD
DEPEW STATION



±8 MILES

TO UNIVERSITY AT BUFFALO
(32,000 STUDENTS)

MARKET OVERVIEW

The City Of Buffalo

Buffalo is the second-largest city in the U.S. state of New York and the seat of Erie County. It is at the eastern end of Lake Erie, at the head of the Niagara River, and is next to the Canadian border with Southern Ontario. According to the 2020 census, Buffalo is the 76th-largest city in the United States.



The city nests three State University of New York (SUNY) institutions. University at Buffalo (SUNY Buffalo) is the largest SUNY institution, and Buffalo State College and Erie Community College also serve the area.

Some of Buffalo's oldest landmarks include Buffalo Lighthouse (shown to the bottom right) and Lafayette Square (shown below). Along the waterside holds the site of the terminus of the Erie Canal, where millions of immigrants made their way to the heartland through the "Gateway to the West."

The city of Buffalo is known for its rich historic and cultural heritage, from being the place where Teddy Roosevelt took oath of office to the place where music legends like Billie Holiday once performed.

In addition, Buffalo is home to the Buffalo Niagara International Airport, it is the third-busiest airport in the state of New York and the busiest outside of the New York City metropolitan area.



MARKET OVERVIEW

Demographic Summary

Population	1-Mile	3-Miles	5-Miles
2026 Population	4,323	79,673	222,082
2021 Population	4,269	79,364	220,723
2010 Population	4,143	79,157	219,662
2000 Population	4,399	83,688	231,012

Households	1-Mile	3-Miles	5-Miles
2026 Households	1,893	36,459	97,316
2021 Households	1,831	35,862	95,804
2010 Households	1,761	35,492	94,906
2000 Households	1,701	35,239	95,555
2026 Owner Occupied Housing	80.3%	68.8%	64.7%
2026 Rent Occupied Housing	19.7%	31.2%	35.3%
2021 Owner Occupied Housing	80.0%	68.9%	64.7%
2021 Renter Occupied Housing	20.0%	31.1%	35.3%
2010 Owner Occupied Housing	80.5%	71.0%	66.2%
2010 Renter Occupied Housing	19.5%	29.1%	33.8%

Income	1-Mile	3-Miles	5-Miles
\$ 0 - \$ 14,999	5.3%	8.4%	11.4%
\$ 15,000 - \$24,999	9.2%	10.7%	10.9%
\$ 25,000 - \$34,999	9.8%	11.4%	11.1%
\$ 35,000 - \$49,999	15.3%	14.2%	13.1%
\$ 50,000 - \$74,999	21.9%	22.3%	20.3%
\$ 75,000 - \$99,999	18.2%	14.5%	13.6%
\$100,000 - \$124,999	8.6%	8.5%	8.1%
\$125,000 - \$149,999	5.8%	4.2%	4.5%
\$150,000 - \$200,000	4.6%	3.9%	4.4%
\$200,000 to \$249,999	0.4%	0.7%	1.0%
\$250,000 +	1.0%	1.2%	1.8%
2021 Median Household Income	\$61,979	\$55,481	\$54,088
2021 Average Household Income	\$72,216	\$68,441	\$70,881



\$70,881

2021 AVERAGE HOUSEHOLD INCOME
5-MILE RADIUS





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Marcus & Millichap / 19800 MacArthur Boulevard, Suite 150, Irvine, CA 92612

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